esident of personnel for G. J. and Coy, Ltd. (In Australia lled group control



K mart Corporation and Coles mutually operate K mart Australia, Ltd. and Mr. Page recently visited International Headquarters from his home base in Melbourne.

"Primarily, I came here to see the personnel administration both

Private label story

"I learned a tremendous amount; my most outstanding impression is that this is truly a people company. They say it is, and it is. The man-agement cares for people, and people care for people."

The tall gentleman speaks highly of the hospitality that greeted him here at K mart and in the States. He especially likes the quick "Hil" he hears frequently and informally. And he loves to hear our common saying, "Have a nice day."

"It's a happy organization here, but efficient, too. I feel at home here at K mart's," he says with a firm nod.

A high point of his trip, he re-lates, was receiving his 35-year pin from Robert Dewar, Chairman of the Board, The pin and other em-ployee recognition programs, and the management training program, have sparked many ideas for his

Coles, he explains, is based on a people-oriented policy very similar to K mart. The subsidiary is operated as a total partnership, and Mr. Page assures that the best aspects of our training and outlook will be carried back with him.



## Ray Werschky, buyer, retires

"I don't know a job at the world anything like delight to develop someti a color or a fashion or a watch it grow into a dollar business."

## Special delivery on this product

Deck mops may seem to be a lowly household item to the average person, but to a very special company in Evansville, IN, they represent both individual personal triumph and a successful partnership with K mart.

The supplier of deck mops for our stores nationwide is the Evansville Association for the Blind, and within the last two months they surpassed 1 million units in sales of Association for the Blind, and with-in the last two months they sur-passed 1 million units in sales of this product since acquiring our ac-count six years ago.

To the 15 visually and non-visually handicapped who work full-time in the association's indus-trial division, that provides the self-esteem that goes with a paycheck.

But it was never a case of charity, however. In 1971, Robert White, the association's sales manager, negoti-ated with Department 41, house-

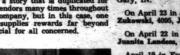
holds, to supply one item, a 10-octton deck mop, on a trial bas for the Atlanta Distribution Cente

One year later, based on the service and quality of the product, the second item, a 10-oz. rayon declimop, was approved for Atlanta.

In July, 1973, the Lawrence Dis-tribution Center received the two mops, meaning that the association would be supplying 45 percent of our company's retail deck mops.

They became our exclusive sup-plier of deck mops in March, 1974, and after serving K mart Corpora-tion for two more years, were proud to package their product under our private label in February, 1976.

It's a story that is duplicated for our vendors many times throughout the company, but in this case, on that supplies rewards far beyond financial for all concerned.





Every p K mart

## In memoriam

On February 23 in Robinson, IL: Ruby Akeman, retired from 618, Gary, IN.

On April 23 in Joliet, IL: Edward Zukowski, 4095, Joliet.

On April 22 in Dallas, TX: Mary

April 19 in Fort Wayne, IN: Je-seph Mollison, Fort Wayne Distri-bution Center.

On April 15 in Lancaster, NY: ngela Segert, 4176, Cheektowaga,

On April 9 in Florissant, MO: Vita

On April 19 in Riverdale, NY: Eugene Bocchine, 3056, Wayne, NJ. On February 2 in Madison County, MS; Henry Berry, K mart 3081, Jackson, MS.

On November 29, 1976 in C am, PA: Floyd Greiff, retire 2, Coraopolis, PA (closed).

On April 21 in Muncie, IN: Hassie ancock, retired from 4268, Muncie

On April 29 in Philadelphia Agnes Seitz, 438, Philadelphia

On April 13 in Loackapolka, John Cosley, K mart 7059, Aub AL.



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